

## Cutting Prices.

It is unfortunate for any community that there should exist among its supplying merchants, one of even small influence, says the New York Commercial Enquirer, who attempts to gain trade by cutting prices. Those inclined to adopt the plan of drawing customers from established competitors by offering goods at lower than ruling and legitimate prices, should consider well the situation and take account of all the facts involved.

In every community the possible amount of goods to be sold is limited, and cannot be increased materially by a change in prices. If the people have more money to spend there is simply a larger volume of trade within the limit, but this volume is not changed much by prices. If local merchants go on in the even tenor of their way, the trade will be divided up among them, there always being some particular condition to help each to a certain extent, if one man or store becomes more popular than others, it will be found that it is not a matter of prices, as a rule. If people could be convinced that they could make money by buying in advance of their needs, or of one merchant because he was making a grand reduction sale, the excess of present purchases would reduce the buying for a corresponding period following. But, generally speaking, it is safe to say that only about so many goods can be sold anywhere, and if prices are maintained on an equitable basis, every dealer will participate in the business and its profits.

Again, we insist that no one should be so shallow as to suppose that others will stand quietly by and let one aggressive dealer take away their trade by price-cutting. Self-protection is a law of our natures, and if one begins to undersell, a war in prices is soon inaugurated. No one intends to sacrifice his profits for any definite period, but expects to give the disturber enough of his own game, and so induce him to quit it. Moreover, the one who has thus openly antagonized others becomes a sort of commercial outlaw, inviting criticism from all who can find any occasion against his goods, his methods or himself. The price-cutter very soon becomes known as a disturbing element in trade, and invariably as one who works for himself, not for his patrons. The reputation of such a one always suffers by the plan followed.

It should also be remembered that existing prices are pretty accurately established upon trade necessities. The percentage of profits placed on all kinds of merchandise where competition exists at all, is only about what is required to sustain the business. It has been found as a matter of experience that smaller profits bring only disaster, for the one who cuts prices the deepest is the first to go to the wall. And if profits should be placed too high, not only would competition quickly lower them, but the situation would induce others to come in and try to make money. As a matter of fact, the history of trade everywhere shows that the tendency is toward a system of prices and profits which will enable the merchant to receive a fair return for his time and investment, but rarely to get rich hastily. If one attempts to overthrow this system, believing that he is not subject to the same conditions and limitations as others, he will discover his mistake without fail, but perhaps not until he has done irreparable damage to the retail trade of his section.

## Lost in Mexican Mountains.

N. W. Chase of Nogales, one of the owners of La Calera mine, forty miles east of Magdalena, was the sole actor in an episode that would have proven under less fortunate circumstances, a melodrama. Mr. Chase, Major L. W. Hargrove, one of his partners, and two members of their camp, left the mine a week ago last Thursday enroute to Nogales, by way of Magdalena. They proceeded down the Dolores river to a point where this stream unites with the Calichi and forms the San Miguel river, a half mile from the town of Cucurpe. Here Mr. Chase left the party to go to Cucurpe for a few supplies, and the others proceeded on to Pintura ranch, a mile and a half distant, where Mr. Chase was to overtake them. After a wait of more than an hour the party moved eastward a mile or two to a point where another trail from Cucurpe meets it. Mr. Chase had not arrived at that point, and a halt of another hour produced no bet-

ter results. Believing that something had delayed Mr. Chase, they continued on to Magdalena, but he did not arrive that night. Alarmed at his disappearance, Major Hargrove reported the matter to Col. Kosterlitzky, commander of the Gendarmeria and searchers were sent out. Every available man and horse was sent over the trails of that part of the country without success. Then suspicions of villany became tenable; but what band—who would molest a traveler in Magdalena district? Friday and Saturday passed without news. In the meantime it was discovered that the missing man had left Cucurpe a half hour after he arrived there. Every one was in suspense; Mrs. Chase in Nogales, became alarmed when he did not arrive Saturday evening. But on Sunday news came from Santa Ana, fifteen miles south of Magdalena. He had arrived there safely. The explanation is that when Mr. Chase left Cucurpe, he took the wrong trail, the one that would have united him with his companions at the point where they stopped after leaving Pintura ranch; but before reaching that place, Mr. Chase again took the wrong trail, one that lead southward and he finally became lost. Fortunately he had a blanket and the provisions he secured in Cucurpe; otherwise he would have suffered severely. These sustained him the three and a half days he wandered, during which time he saw no human being until he came in sight of the railroad village of Santa Ana, after having traveled between 130 and 150 miles.—Border Vindicator.

## A Changeable Cabinet.

Of the eight men who sat down at President McKinley's council table at the beginning of the administration only three remain, says a writer in Leslie's Weekly. These are secretaries Gage, Long and Wilson, respectively of the treasury, navy and agriculture departments. Secretaries Sherman and Day of the state department followed each other into retirement from that office and the portfolio went to Col. Hay. Attorney-General McKenna passed to the supreme court, and Gov. Griggs, of New Jersey, took the vacant place. Secretary Bliss, of the interior department was succeeded by Mr. Hitchcock. Postmaster-General Gary gave way to Charles Emory Smith, one of the hardest workers in the cabinet, and now Gen. Alger has stepped out of the war office, and Elihu Root, of New York, has stepped in. All these changes have occurred in less than two and a half years.

Seldom has this record been equalled. All the original members of Washington's cabinet were out before the end of their chief's service, but this continued during eight years, and the cabinet then had only four members—the heads of the state, treasury and war departments respectively, and the attorney-general. There was a clean sweep during President Adams' four years, but Adams had adopted all the members of Washington's cabinet as it existed at the latter's retirement, and most of them were never in harmony with him. A new cabinet post, that of secretary of the navy, was created in Adams' term, but the incumbent disagreed with his chief, and he, too, had to go.

The only other presidents who have had such sweeping changes in their cabinets as have occurred in the past two years were Jackson and Tyler. The "Peggy O'Neill war" in Jackson's case caused, in about two years, the retirement of five out of the six members which the cabinet had then. On account of the bank fight, all of Tyler's cabinet except one, the secretary of state, retired in less than a half year after Tyler's service began. Taylor's entire cabinet went out in a year and a third, but this was because of the death of their chief. Many changes occurred in the Johnson and Grant cabinets, but not as many in the same length of time as in President McKinley's.

All presidents, of course, when they enter office, are anxious to retain their cabinets unbroken to the end of their service. All have failed, however, in this respect except one. President Pierce's was the only cabinet in American history which remained unbroken to the end of the presidential term. Three of the seven members of Pierce's council—Wm. L. Marcy, secretary of state; Jefferson Davis, secretary of war, and Caleb Cushing, attorney-general—were men of marked influence and ability. John Quincy Adams almost equalled the Pierce record of a quarter of a century later, but he had one

change in his four years, that of secretary of war.

And the record of changes of President McKinley's cabinet may not be closed.

## New York Mutual Life Statistics.

New York, September 12th, 1899.—More than half a billion dollars paid up to July 1st of the current year. The Mutual Life Insurance Company, of New York, has returned to its members 200,870,737, or over half a billion of dollars, and its accumulated assets on that date were \$133,533,1713. This shows that the company has practically put out as much money to the insuring public as any other two companies of like character, and that by holding larger amounts in assets than any other company, it is beyond question the largest and strongest institution of its kind in the world.

## NOTICE OF FORFEITURE

To H. Winterholder, his Assigns and Legal Representatives

You are hereby notified that the undersigned, who are co-owners with you in the Victor and Virginia mining claims have expended the sum of two hundred dollars (\$200) in labor and improvements made for the year 1898 in compliance with the United States mining laws requiring annual expenditures to be made on mining claims. The said Victor and Virginia mining claims are situated in the San Francisco mining district, Mohave county, Territory of Arizona, and are duly recorded in the office of the county recorder of Mohave county, Arizona the Victor in Book N, page 47, and the Virginia in book N, page 49, mining records, and you are further notified that if, at the expiration of ninety days from the last publication of this notice, you fail or refuse to pay your proportion of said expenditure, together with the cost of publication of this notice, your interest in the said Victor and Virginia mining claims will be forfeited and become the property of the undersigned in accordance with law. A. A. SPEAR.

Kingman, Arizona, June 27th, 1899.  
First insertion July 1st, 1899.

## Mine Warning Notice.

TO ALL WHOM IT MAY CONCERN: Notice is hereby given that my interest in the Buckskin, Atlantic and Pacific mines, situated in the Greenwald mining district, Mohave county, Territory of Arizona, is under bond to parties developing the same, and that neither said property nor the undersigned will be responsible for any labor or debts contracted, nor injuries sustained by any employer or employee in the operation of said mining properties; that all operatives engaged in such service at their risk and that no debt is valid against my interests in said mining claims. GABRIEL LEVY.

Signal, Arizona, June 1st, 1899.

## Mine Warning Notice.

Notice is hereby given that neither the Tarr mine, situated in Wallapai mining district, Mohave county, Arizona, nor the undersigned owner will be responsible for any debts contracted or labor performed by parties engaged in working said mine under lease and bond. W. A. L. TARR.

Manuelito, New Mexico, Aug. 24, 1899.

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COURTEOUS TREATMENT

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CONCERT EVERY EVENING

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E. M. SANFORD ATTORNEY AT LAW  
PRESCOTT, ARIZONA.

E. ELLINWOOD, ATTORNEY AT LAW.  
Flagstaff, Arizona.  
Will attend each session of District Court in Mohave County.

J. M. BROWN, ATTORNEY AT LAW.  
KINGMAN, ARIZONA.

## Surveying.

O. F. KUENCER, DEPUTY U. S. SURVEYOR  
or County Surveyor, Mines examined and reported on, Kingman, Arizona.

## For Sale.

125 light colt acetylene gas machine.  
GADDIS & PERRY CO.

## For Sale.

Ten lots, 23x125 feet, in town of Kingman, with improvements. Improvements consists of one house, 22x34, with seven rooms, hall, closets, etc., together with outbuildings, milk house, bake-room, barn, grainery, greenery, etc.

Also for sale—7 milk cows, 2 yearling heifers, 7 calves, 200 chickens and 200 ducks. Present owner does good business supplying numerous customers with milk, eggs and fowls. A splendid well of water on the premises. For particulars, terms, etc., call on or address MOHAVE COUNTY MINER.

\*\*\*The\*\*\*

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